

BEFORE
THE PUBLIC SERVICE COMMISSION
OF SOUTH CAROLINA

DOCKET NO. 2020-196-T

Application of)	
)	
WAYFORTH TRANSPORTATION,)	CONSENT MOTION FOR
LLC)	PERMISSION TO PRESENT SHIPPER
)	WITNESS TESTIMONY BY
)	AFFIDAVIT
For a Class E (Household Goods))	
Certificate of Public Convenience and)	
Necessity for Operation of a Motor Vehicle)	

Wayforth Transportation, LLC (“Wayforth” or “Applicant”) moves for permission to present the testimony of its shipper witness by affidavit. The Commission’s regulation concerning the proof required to support an application for a Certificate of Public and Convenience and Necessity for a Class E mover of household goods with statewide authority is Found in S.C. Code Regs. 103-333 (the “Regulation”).

Regarding the testimony of shipper witnesses, the Regulation states:

PC&N (Household Goods or Hazardous Waste for Disposal). An application for a Certificate of PC&N or to amend a Certificate of PC&N to operate as a carrier of household goods or hazardous waste for disposal by motor vehicle may be approved upon a showing that the application is fit, willing, and able to appropriately perform the proposed service and that public convenience and necessity are not already being served in the territory by existing authorized service. The public convenience and necessity criterion must be shown by the use of shipper witnesses, if the applicant applies for authority for more than three contiguous counties. If the commission determines that the public convenience and necessity is already being served, the commission may deny the application. The following criteria should be used by the commission in determining that an applicant for motor carrier operating authority is fit, willing, and able to provide the requested service to the public:

S.C. Code Regs. 103-133.1 (emphasis added)

In the interest of administrative economy (judicial economy in the administrative law context), the Applicant requests that the Commission allow the regulation's requirement of "use of a shipper witness" to be satisfied by the submission of an affidavit.

While the Commission's practice historically has been to allow an Applicant to take the testimony of shipper witnesses by deposition to be used at the hearing, recently the Commission has approved the use of an affidavit. *See e.g.* Application of Midlands Movers, LLC, Docket No. 2018-268-T. The Office of Regulatory Staff (the only party other than the Applicant in this Docket) would have the right to contest the adequacy of an affidavit. Counsel for the Applicant has discussed this Motion with counsel for the ORS, and the ORS does not object to the relief sought herein.

Therefore, Applicant respectfully requests the Commission allow it to present the testimony of its shipper witness by affidavit. The applicant attaches the Shipper Witness Affidavit of Trevia Hunter as **Exhibit A** hereto

s/C. Fredric Marcinak

C. Fredric Marcinak (SC Bar #73609)
Mosely Marcinak Law Group LLP
PO Box 26148
Greenville, South Carolina 29616
(864) 248-6025 (864) 248-6035 (Fax)
Fred.Marcinak@momarlaw.com
Attorneys for Applicant

Greenville, South Carolina
October 6, 2020
562455

EXHIBIT A

BEFORE
THE PUBLIC SERVICE COMMISSION
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Application of)
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WAYFORTH TRANSPORTATION,)
LLC)
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For a Class E (Household Goods))
Certificate of Public Convenience and)
Necessity for Operation of a Motor)
Vehicle)

**AFFIDAVIT OF
SHIPPER WITNESS**

Being duly deposited and sworn, Affiant states:

1. My name is Trevia Hunter, and my address is 3430 Toringdon Way #200, Charlotte, North Carolina, 28277.

2. I am giving this affidavit in support of the application of WayForth Transportation, LLC for a Class E Certificate of Public Convenience and Necessity with statewide authority to move household goods to points and places throughout the state of South Carolina.

3. I am employed by Keller Williams Realty as a real estate broker and agent. I am a realtor licensed to work in South Carolina, and I regularly handle real estate listings in South Carolina. I have been employed in the real estate industry in this capacity since May 2013. My responsibilities include assisting buyers and sellers with the sale/purchase of their homes, including moves associated with relocations to senior and assisted living communities.

4. I know of the need for household goods movers in South Carolina from personal experience and from real estate industry trends. On a personal level, I frequently encounter people who are moving from one home to another, and one part of South Carolina to another. They often ask me to recommend moving companies. There are many moving companies, but ones that are good, reliable, and available are always in demand. As a realtor, I am also familiar with South Carolina's housing trends. According to the South Carolina Realtors, new listings were up 4.0% in 2019, sales were up 5.2%, all regions of the state experienced growth, and sales prices were up across all home sizes. Housing inventory is down because of rising demand. I have attached a copy of the report as Exhibit A to this affidavit.

5. Based on my knowledge of the need for household goods movers in South Carolina. I believe the public interest would be served by granting a Certificate of Public Convenience and Necessity to WayForth Transportation, LLC. WayForth is good, reliable, and available. The demand for movers of this type is such that, with increased demand, the market is not currently being adequately served.

6. I also would like the Commission to know that WayForth will treat customers fairly and provide excellent customer service.

Further Affiant sayeth not.

Trevia Hunter
Affiant
Affiant's Printed Name: Trevia Hunter

SWORN TO ME THIS 5 day of October 2020
[Signature]
NOTARY PUBLIC FOR SOUTH CAROLINA
My Commission Expires: 02/01/2027
Notary's Printed Name: Katherine Smith



EXHIBIT B

Annual Report on the South Carolina Housing Market

FOR RESIDENTIAL REAL ESTATE ACTIVITY FROM THE STATE OF SOUTH CAROLINA



2019

Annual Report on the South Carolina Housing Market

FOR RESIDENTIAL REAL ESTATE ACTIVITY FROM THE STATE OF SOUTH CAROLINA



The 2019 housing market was fueled by the overall strength of the economy across most of the country. The stock markets reached new highs throughout the year, improving the asset bases of millions of Americans. Unemployment rates fell to 50-year lows, while wages increased, creating new home buyers. Mortgage rates also declined significantly from 2018, helping to offset affordability stresses caused by continued price appreciation nationally.

With a strong economy and low mortgage rates, buyer activity has been strong. However, most markets are being constrained by inventory levels that are still below historical norms. With supply and demand continuing to favor sellers, prices continue to rise.

With 10 years having now passed since the Great Recession, the U.S. has been on the longest period of continued economic expansion on record. The housing market has been along for much of the ride and continues to benefit greatly from the overall health of the economy. However, hot economies eventually cool and with that, hot housing markets move more towards balance.

Sales: Pending sales increased 5.2 percent, finishing 2019 at 91,683. Closed sales were up 4.0 percent to end the year at 91,140.

Listings: Comparing 2019 to the prior year, the number of homes available for sale was lower by 3.9 percent. There were 27,283 active listings at the end of 2019. New listings increased by 4.0 percent to finish the year at 120,210.

Bedroom Count: Increases in sales prices occurred across homes of all sizes over the last year. In 2019, properties with 4 bedrooms or more saw the largest growth at 5.1 percent. The highest percent of original list price received at sale went to properties with 4 bedrooms or more at 97.8 percent.

Prices: Home prices were up compared to last year. The overall median sales price increased 7.5 percent to \$215,000 for the year. Single Family home prices were up 5.1 percent compared to last year, and Condo home prices were up 7.1 percent.

List Price Received: Sellers received, on average, 97.5 percent of their original list price at sale, a year-over-year improvement of 0.1 percent.

While the Federal Reserve moved to temper the hot economy with four interest rate hikes in 2018, in 2019 they turned the heat back up, and reduced rates a total of three times during the year. The Fed's rate decreases were due in part to GDP growth in 2019 that came in notably lower than 2018, showing the Fed's alternating efforts to keep our economy at a steady simmer and not a full boil.

The housing market continues to remain healthy nationwide with price gains and limited inventory being the most common threads across markets. Tight inventory continues to constrain buyer activity in part of the country, while some areas are seeing increased seller inventory starting to improve buyers' choices. New construction activity continues to improve, but is still below levels required to fully supply the market's needs.

As we look at 2020, we see continued low mortgage rates and a healthy economy giving a great start to housing in the new year. But in election years, we sometimes see a softening of activity that may temper the market in the second half of the year.

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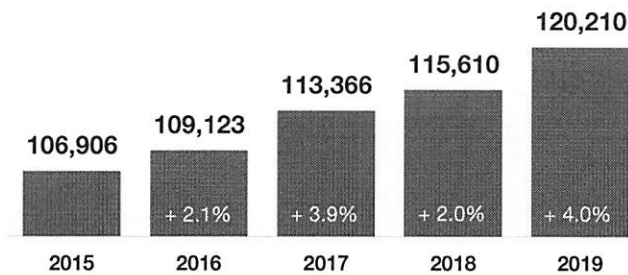
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- 6 Bedroom Count Review
- 7 Price Range Review
- 8 Area Overviews
- 9 Area Historical Median Prices

2019 Annual Report on the South Carolina Housing Market



Quick Facts

New Listings



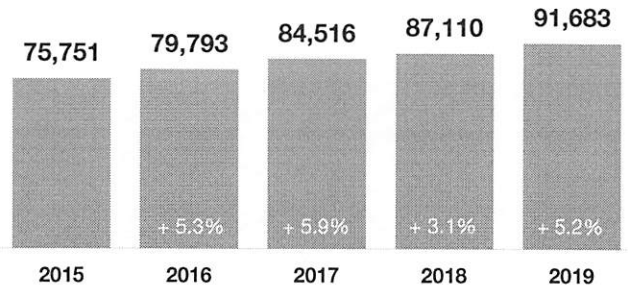
Top 5 Areas: Change in New Listings from 2018

Aiken	+ 15.7%
Cherokee	+ 11.4%
Spartanburg	+ 10.3%
Greater Greenville	+ 6.9%
Greenwood	+ 6.9%

Bottom 5 Areas: Change in New Listings from 2018

Hilton Head	+ 0.6%
Sumter	- 0.1%
Southern Midlands	- 1.5%
Pee Dee	- 3.5%
Piedmont	- 32.6%

Pending Sales



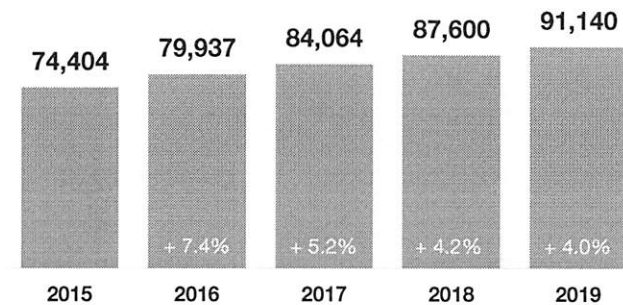
Top 5 Areas: Change in Pending Sales from 2018

Southern Midlands	+ 17.0%
Aiken	+ 15.4%
Cherokee	+ 14.6%
North Augusta	+ 9.9%
Hilton Head	+ 8.7%

Bottom 5 Areas: Change in Pending Sales from 2018

Greater Greenville	+ 4.6%
Sumter	+ 3.5%
Pee Dee	+ 2.7%
Spartanburg	+ 2.4%
Piedmont	- 30.0%

Closed Sales



Top 5 Areas: Change in Closed Sales from 2018

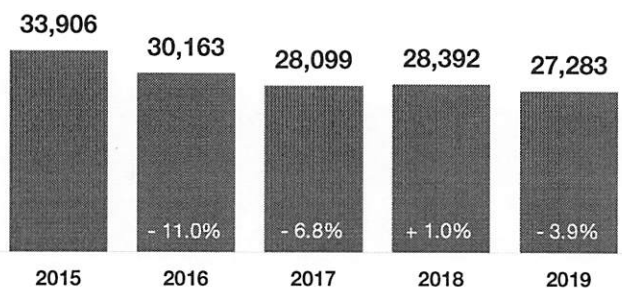
Aiken	+ 12.1%
Cherokee	+ 11.4%
North Augusta	+ 7.4%
Western Upstate	+ 7.1%
Pee Dee	+ 7.0%

Bottom 5 Areas: Change in Closed Sales from 2018

Greenwood	+ 2.2%
Charleston Trident	+ 2.1%
Sumter	+ 1.5%
CMLS	+ 1.4%
Piedmont	- 28.7%

Inventory of Homes for Sale

At the end of the year.



Top 5 Areas: Change in Homes for Sale from 2018

Sumter	- 4.8%
Hilton Head	- 5.3%
Charleston Trident	- 5.4%
Greenwood	- 6.5%
Coastal Carolinas	- 6.6%

Bottom 5 Areas: Change in Homes for Sale from 2018

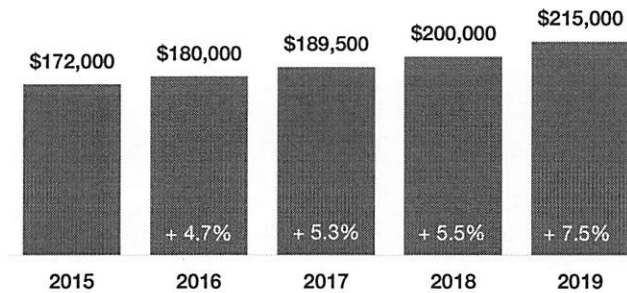
Western Upstate	- 16.6%
Spartanburg	- 19.4%
Cherokee	- 21.3%
Piedmont	- 27.1%
Beaufort	- 32.1%

2019 Annual Report on the South Carolina Housing Market



Quick Facts

Median Sales Price



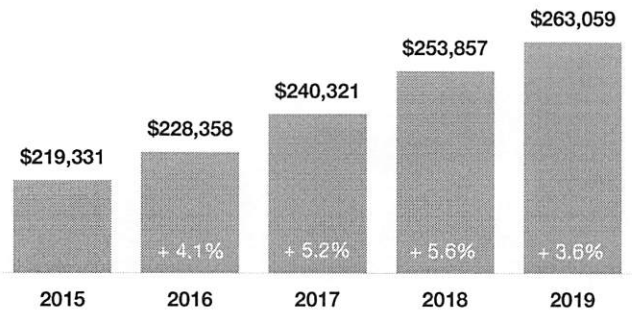
Top 5 Areas: Change in Median Sales Price from 2018

Piedmont	+ 7.9%
CMLS	+ 7.1%
Coastal Carolinas	+ 6.9%
Aiken	+ 6.9%
Spartanburg	+ 6.5%

Bottom 5 Areas: Change in Median Sales Price from 2018

North Augusta	+ 3.8%
Beaufort	+ 3.5%
Hilton Head	+ 3.4%
Pee Dee	+ 0.8%
Southern Midlands	0.0%

Average Sales Price



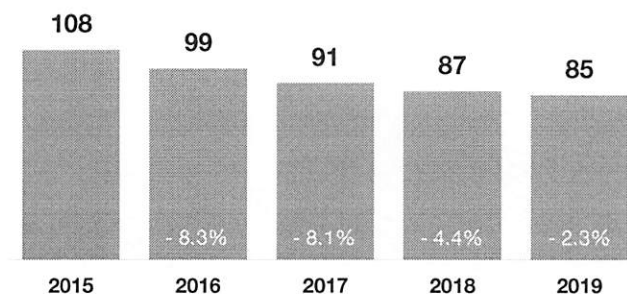
Top 5 Areas: Change in Avg. Sales Price from 2018

Southern Midlands	+ 10.1%
Aiken	+ 6.8%
CMLS	+ 6.0%
Sumter	+ 5.7%
Greater Greenville	+ 5.1%

Bottom 5 Areas: Change in Avg. Sales Price from 2018

Beaufort	+ 3.0%
Piedmont	+ 2.6%
North Augusta	+ 2.4%
Pee Dee	+ 2.3%
Charleston Trident	+ 1.6%

Days on Market Until Sale



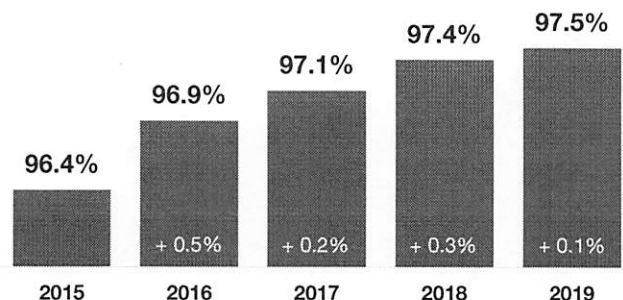
Top 5 Areas: Change in Days on Market from 2018

Beaufort	+ 7.1%
Charleston Trident	+ 5.8%
Hilton Head	+ 4.5%
Greater Greenville	+ 3.9%
Piedmont	+ 1.1%

Bottom 5 Areas: Change in Days on Market from 2018

Sumter	- 7.6%
CMLS	- 8.5%
Cherokee	- 11.6%
Greenwood	- 14.9%
Spartanburg	- 16.5%

Percent of List Price Received



Top 5 Areas: Change in Pct. of List Price Received from 2018

Greenwood	+ 0.7%
Aiken	+ 0.4%
Piedmont	+ 0.4%
Southern Midlands	+ 0.3%
Western Upstate	+ 0.3%

Bottom 5 Areas: Change in Pct. of List Price Received from 2018

Greater Greenville	0.0%
North Augusta	0.0%
Charleston Trident	- 0.1%
Coastal Carolinas	- 0.1%
Cherokee	- 0.5%

2019 Annual Report on the South Carolina Housing Market



Property Type Review

83

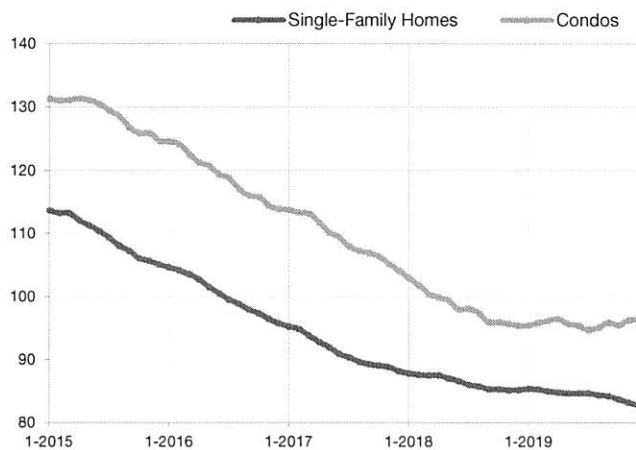
Average Days on Market
Single-Family Homes

96

Average Days on Market
Condos

Days on Market Until Sale

This chart uses a rolling 12-month average for each data point.



Top Areas: Condos Market Share in 2019

Coastal Carolinas	39.2%
Hilton Head	24.9%
Charleston Trident	18.1%
Beaufort	10.9%
Piedmont	8.8%
Greater Greenville	7.4%
CMLS	7.3%
Western Upstate	7.1%
Greenwood	6.1%
North Augusta	5.5%
Aiken	4.8%
Pee Dee	4.1%
Spartanburg	3.2%
Sumter	1.7%
Southern Midlands	0.9%

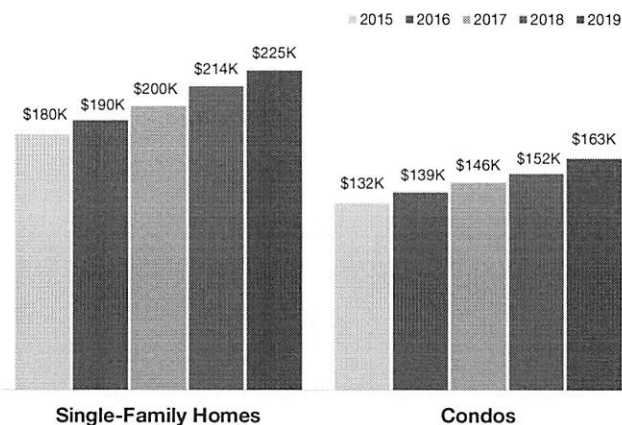
+ 5.1%

One-Year Change in Price
Single-Family Homes

+ 7.1%

One-Year Change in Price
Condos

Median Sales Price



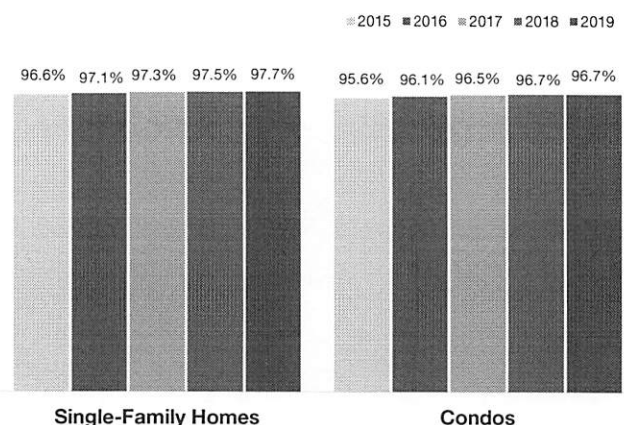
97.7%

Pct. of List Price Received
Single-Family Homes

96.7%

Pct. of List Price Received
Condos

Percent of List Price Received



2019 Annual Report on the South Carolina Housing Market



Bedroom Count Review

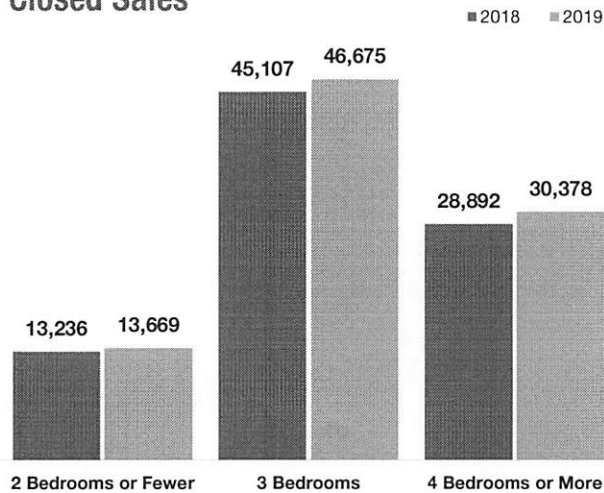
+ 3.3%

Growth in Closed Sales
2 Bedrooms or Fewer

+ 5.1%

Growth in Closed Sales
4 Bedrooms or More

Closed Sales



Top Areas: 4 Bedrooms or More Market Share in 2019

North Augusta	47.7%
CMLS	41.5%
Charleston Trident	39.6%
Greater Greenville	38.0%
Aiken	37.9%
Sumter	37.4%
Western Upstate	30.4%
Beaufort	29.7%
Spartanburg	28.7%
Pee Dee	28.4%
Piedmont	28.1%
Southern Midlands	27.0%
Hilton Head	25.8%
Greenwood	23.7%
Cherokee	21.4%

97.5%

Percent of List Price Received
in 2019 for
All Properties

96.0%

Percent of List Price Received
in 2019 for
2 Bedrooms or Fewer

97.7%

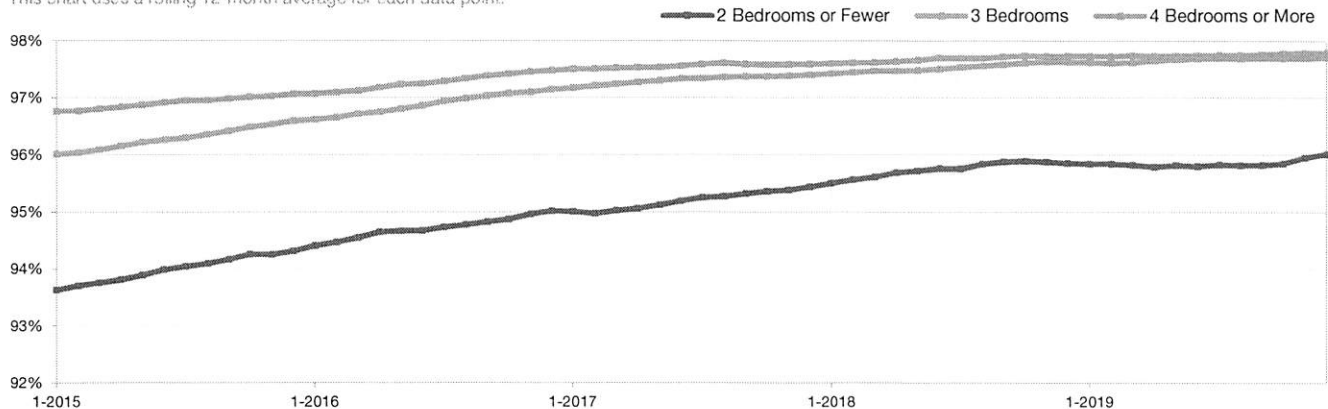
Percent of List Price Received
in 2019 for
3 Bedrooms

97.8%

Percent of List Price Received
in 2019 for
4 Bedrooms or More

Percent of List Price Received

This chart uses a rolling 12-month average for each data point.



2019 Annual Report on the South Carolina Housing Market



Price Range Review

**\$100,001 to
\$150,000**

Price Range with
Shortest Average
Market Time

**\$300,001 and
Above**

Price Range with
Longest Average
Market Time

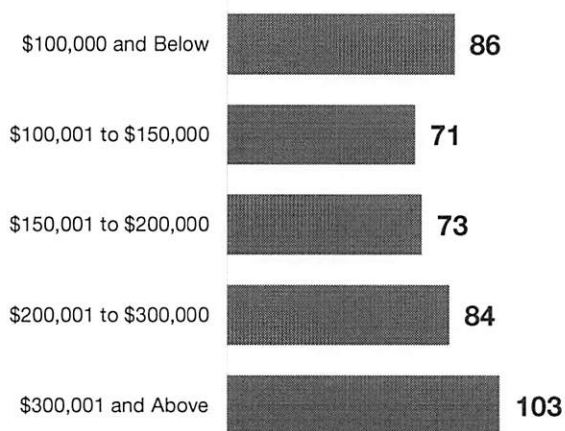
9.1%

of Homes for Sale
at Year End Priced
\$100,000 and Below

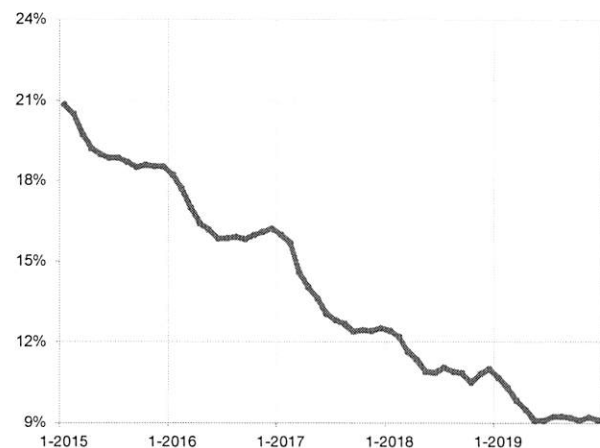
- 20.3%

One-Year Change
in Homes for Sale Priced
\$100,000 and Below

Days on Market Until Sale by Price Range



Share of Homes for Sale Priced at \$100,000 and Below



**\$200,001 to
\$300,000**

Price Range with the
Most Closed Sales

+ 14.2%

Growth for Price Range with
Strongest 1-Year Change in
Sales: \$200,001 to \$300,000

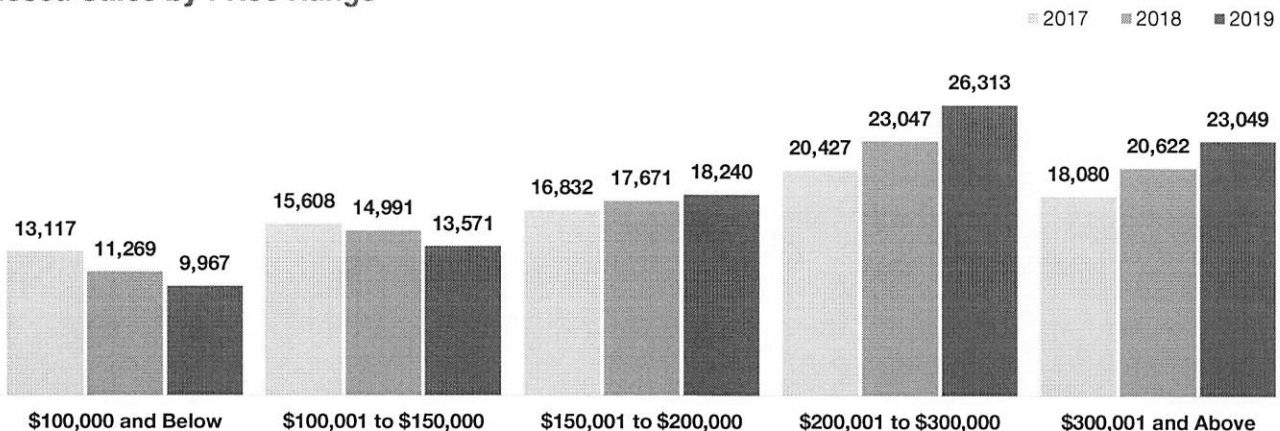
**\$100,000 and
Below**

Price Range with the
Fewest Closed Sales

- 11.6%

Growth for Price Range with
Weakest 1-Year Change in
Sales: \$100,000 and Below

Closed Sales by Price Range



2019 Annual Report on the South Carolina Housing Market



Area Overviews

	Total Closed Sales	Change from 2018	Percent Condos	Percent 2 Beds or Fewer	Percent \$100K or Less	Days on Market	Pct. of List Price Received
Aiken	2,684	+ 12.1%	4.8%	10.6%	15.6%	128	97.1%
Beaufort	2,387	+ 6.7%	10.9%	13.8%	11.8%	91	96.8%
Charleston Trident	18,572	+ 2.1%	18.1%	12.6%	3.5%	55	98.0%
Cherokee	429	+ 11.4%	0.0%	13.8%	32.4%	84	96.7%
Greater Columbia	13,901	+ 1.4%	7.3%	9.9%	12.9%	54	97.6%
Coastal Carolinas	15,419	+ 4.7%	39.2%	26.7%	13.9%	132	96.8%
Greater Greenville	14,574	+ 6.5%	7.4%	9.1%	6.1%	53	98.1%
Greenwood	957	+ 2.2%	6.1%	18.9%	28.5%	97	96.8%
Hilton Head	5,463	+ 5.6%	24.9%	33.1%	2.5%	140	96.8%
North Augusta	8,763	+ 7.4%	5.5%	8.7%	15.5%	106	97.9%
Pee Dee	2,454	+ 7.0%	4.1%	11.6%	31.4%	132	96.1%
Piedmont	1,107	- 28.7%	8.8%	13.6%	15.1%	96	97.9%
Southern Midlands	434	+ 5.1%	0.9%	10.1%	45.2%	183	93.6%
Spartanburg	5,635	+ 6.4%	3.2%	9.6%	14.4%	81	98.0%
Sumter	1,922	+ 1.5%	1.7%	8.2%	22.1%	122	97.0%
Western Upstate	5,762	+ 7.1%	7.1%	13.8%	14.2%	100	96.9%
State Totals**	91,140	+ 4.0%	15.5%	15.0%	10.9%	85	97.5%

* The Percent of List Price Price Received noted for Charleston Trident and Greater Pee Dee is actually a calculation of the Percent of Original List Price Received.

** State Totals are not a summation of the areas in the table. This is done so as not to double-count any listings that may be found in more than one M.L.S.

2019 Annual Report on the South Carolina Housing Market

Area Historical Median Prices



	2015	2016	2017	2018	2019	Change From 2018	Change From 2015
Aiken	\$147,500	\$155,098	\$165,000	\$173,025	\$184,900	+ 6.9%	+ 25.4%
Beaufort	\$169,900	\$193,000	\$209,950	\$234,000	\$242,119	+ 3.5%	+ 42.5%
Charleston Trident	\$229,000	\$240,000	\$251,500	\$266,263	\$277,500	+ 4.2%	+ 21.2%
Cherokee	\$80,875	\$101,500	\$113,500	\$129,925	\$135,000	+ 3.9%	+ 66.9%
Greater Columbia	\$150,000	\$159,500	\$160,000	\$169,900	\$182,000	+ 7.1%	+ 21.3%
Coastal Carolinas	\$164,000	\$169,000	\$176,500	\$187,000	\$199,885	+ 6.9%	+ 21.9%
Greater Greenville	\$169,935	\$180,000	\$189,024	\$205,000	\$216,745	+ 5.7%	+ 27.5%
Greenwood	\$115,000	\$129,600	\$128,450	\$142,000	\$149,000	+ 4.9%	+ 29.6%
Hilton Head	\$276,000	\$292,500	\$300,000	\$314,200	\$325,000	+ 3.4%	+ 17.8%
North Augusta	\$156,100	\$165,000	\$170,000	\$180,000	\$186,900	+ 3.8%	+ 19.7%
Pee Dee	\$130,000	\$134,000	\$134,900	\$139,900	\$141,000	+ 0.8%	+ 8.5%
Piedmont	\$160,000	\$162,000	\$171,900	\$190,000	\$205,000	+ 7.9%	+ 28.1%
Southern Midlands	\$89,900	\$99,450	\$113,375	\$115,000	\$115,000	0.0%	+ 27.9%
Spartanburg	\$135,000	\$145,000	\$155,000	\$168,990	\$179,900	+ 6.5%	+ 33.3%
Sumter	\$127,500	\$134,950	\$144,000	\$150,000	\$158,500	+ 5.7%	+ 24.3%
Western Upstate	\$149,900	\$152,000	\$165,000	\$172,500	\$181,742	+ 5.4%	+ 21.2%
State Totals**	\$172,000	\$180,000	\$189,500	\$200,000	\$215,000	+ 7.5%	+ 25.0%

* The Percent of List Price Price Received noted for Charleston Trident and Greater Pee Dee is actually a calculation of the Percent of Original List Price Received.

** State Totals are not a summation of the areas in the table. This is done so as not to double-count any listings that may be found in more than one MLS.

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DOCKET NO. 2020-196-T**

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WAYFORTH TRANSPORTATION, LLC)	CERTIFICATE OF
)	SERVICE
For a Class E (Household Goods) Certificate of Public)	
Convenience and Necessity for Operation of a Motor)	
Vehicle)	

This is to certify that I, C. Fredric Marcinak, have this date served one (1) copy of the
**CONSENT MOTION FOR PERMISSION TO PRESENT SHIPPER WITNESS
TESTIMONY BY AFFIDAVIT (with attached Exhibits A and B)** in the above-referenced
matter to the person(s) named below by causing said copy to be electronically mailed, addressed
as shown below:

C. Lessie Hammonds, Esq.
Office of Regulatory Staff

lhammonds@ors.sc.gov

s/C. Fredric Marcinak
C. Fredric Marcinak (SC Bar #73609)
Mosely Marcinak Law Group LLP
PO Box 26148
Greenville, South Carolina 29616
(864) 248-6025 (864) 248-6035 (Fax)
Fred.Marcinak@momarlaw.com
Attorneys for Applicant

Greenville, South Carolina
October 13th, 2020
109838.2